



DCM LMFS Owego Pricing and Negotiation Conference ~~IPT Pricing~~

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- ◆ **Standardize process as much as possible; and**
 - ◆ **Consistent pricing model that requires a minimum of input;**
 - ◆ **PNM Proforma in MS Word;**
 - ◆ **Agreed to FPRA rates; and**
 - ◆ **Agreed to profit range for small dollar negotiations.**
- ◆ **Institutionalize the process.**
 - ◆ **Encourage contractor to use IPT pricing;**
 - ◆ **Monitor the progress with a tracking system;**
 - ◆ **Identify critical areas as early as possible;**
 - ◆ **Understand Requirements;**
 - ◆ **Define statement of work;**
 - ◆ **Assign personnel at start; and**
 - ◆ **Have correct funding to match price.**

- ◆ **Institutionalize the process (continued).**
 - ◆ **Team based approach assign express roles to each member;**
 - ◆ **Open lines of communications among all parties;**
 - ◆ **Concurrent vs. serial approach to pricing;**
 - ◆ **Key personnel are empowered;**
 - ◆ **Encourage timely, decision-making;**
 - ◆ **Resolve issues up front;**
 - ◆ **Record results and appropriate approvals;**
 - ◆ **Have all team members contribute to a lessons-learned exercise; and**
 - ◆ **Overall goal is to make this part of a structured and established system.**